

OS3 Requisition Channel Draft RFP - Q & A Industry Day 2.19.14

	Questions	Response
1	What is the validity period for the OS3 Office Products Contract Pricing?	The contract is for one year with four one year options.
2	Regarding BPA's need to be modified adding clause "origin pre pay & add" no later than Feb 18 or BPA's would be cancelled.	N/A
3	GSA is implementing FSSI and claiming huge numbers for small business. The fact is that FSSI kills diversity in the marketplace and reduces the number of small businesses selling to the governments. While it may be a big win for a select few small businesses the small business community as a whole is being devastated by these sole source contracts. In addition current GSA contract holders through no fault of their own are being penalized. Please address these concerns.	For OS3 we are anticipating an increase in spend to small business.
4	Do you have to bid all items on the OS3, or can you bid only the items currently on the GSA contract?	There are currently 3 different CLINs. A vendor may propose on any CLIN they are qualified for, keeping in mind the proposal must cover 100% of the market basket items under that particular CLIN.
5	with a commercial vendor distribution partnership - does gsa foresee relaxed labeling requirements?	Branding ("GSA" logo on the box and packing list) and packaging are currently being discussed. Fed STD 123 and Mil Std 129 still remain applicable.
6	what is the long term plan for 4PL stores	4PL will be a separate acquisition
7	If the distribution centers are closing end of this fiscal year - what happens with all of the other items that have BPA's through there - non JanSan items?	GSA will review existing contracts at the time of award of OS3 Requisition Channel.
8	What will happen to all unshipped inventory at the distribution centers after they close	Plan is to deplete all stock prior to closing.
9	Have all the socioeconomic parameters been met? i.e. SDVOSB's etc.	Yes.
10	Does the Supply Transformation affect all BPAs and all GSA Schedules?	No. Supply Transformation is for delivery of products not services.
11	how does this increase the use of diverse businesses	For OS3 we are anticipating an increase in spend to small business. This is open to all businesses. You are not required to be a schedule holder.
12	What commitments are you making to the vendors per NSN? Are you sourcing 1 or more Vendors for an NSN?	We will source two vendors for every nsn.
13	Why are the awards for the full catalog award unrestricted if the overall goal of FSSI is to achieve more small business spend?	Two of the three CLINs are seeking award with socio economic preference for Small Business as one of the evaluation factors.
14	How many small businesses that have BPA's or MAS contracts will no longer be used by changing this to essentially one small business with the exception of the one that will have 2?	For OS3 we are anticipating an increase in spend and business opportunities to small business.
15	Is GSA willing to provide individual BPA holders a purchase history report? This would help suppliers better understand # of direct orders in	GSA is looking into gathering accurate data for percentages of prior shipments.

	lieu of Depot shipments.	
16	How do we as a small business have the opportunity to get involved in all the NSNs under schedule 75, when we are not currently under that schedule?	OS3 will be a RFP and you are not required to be a MAS 75 contract holder. All qualified businesses may submit a proposal.
17	How will 4PL stores affect the AbilityOne BSC's?	4PL will be a separate acquisition
18	4PL requires contractors have SINS 105-003 & 75-210 on contract. This prohibits many manufacturers from participating directly thus saving the government money. Is GSA considering allowing other companies to participate under multiple SINS?	This RFP is for the OS3 Requisition channel.
19	Does the Government provide a free EDI solution?	GSA will provide non EDI capable vendors with the ability to conduct EDI transactions.
20	Since awardees of 4PL will be responsible for procurement of inventory in the stores; does GSA have revised potential sales figures removing those spends from the total Requisition channel since previously store inventory was procured from this channel?	4PL will be a separate acquisition and will be addressed there.
21	Will GSA promote Federal government meeting Green mandates by requiring or promoting use of high recycled content plastic bags and containers?	GSA is meeting requirements for Green and sustainable mandates. Please refer to the SOW, p. 20, Attachment 4 – Business Rules and the Item Purchase Description (IPD) for further information.
22	Can we submit bids with FOB freight terms?	No. FOB Destination
23	Would GSA consider a small business award for the full catalog based on geographic coverage	Yes, any qualified offeror may submit a proposal.
24	s the new RFQ out there for the Supply Transformation to bid on? The only RFQ I see is for FSSI	OS3 is being used to meet the goals of Supply Transformation.
25	Are we to respond to that RFQ for our one BPA? The RFQ Draft states it's for 51V and we have a schedule 84.	N/A
26	will the buy USA requiremnet still be in affect .	No, adherence to the Trade Agreements Act will be required.
27	If items under the Requisition FSSI will be shipping direct to end users, why will FED STD 123 and MIL STD 129 be necessary?	Requisition FSSI will still be shipping directly to end users. GSA Global Supply Channel will integrate with FSSI – Requisition in order to provide end users the similar capabilities. Therefore, items will be shipped in accordance with FED STD 123 and MIL STD 129.
28	Is the a consolidation of the previous bid on the JAN/SAN/MRO FSSI RFQ or is this a new requirement?	This is a separate RFP from the Purchasing Channel. This is also separate from the JAN/SAN/MRO solicitation.
29	Will higher environmental characteristics such as Post Consumer Waste (PCW) than the IPD requires prohibit the product from complying with the IPD	Please check each individual IPD. In most cases, a required minimum exists. Therefore, if the item being offered exceeds the required minimum, this should not present an issue.
30	Will we be bidding under one BPA or one for MRO and one for JAN/SAN	N/A
31	OS3 provides for receiving contract orders via fax instead of EDI. Will Req, channel RFQ have same provision? If not how does the GSA justify making contractors taking on EDI and level III	In reference to “no guarantee of an award”, there are two vendors per CLIN and the quantities will be split. In order to remain seamless to the end user - our customers, the ordering system needs to remain compatible (Fed strip & Mil strip). GSA will provide non EDI capable

	credit card processing costs with no guarantee of an award?	vendors with the ability to conduct EDI transactions. The requirement for level III data and credit card processing will be removed in the final RFP.
32	OS3, I thought there was a minimum order of \$100.00.	For the Requisition Channel, there is a no minimum order - \$0.
33	If there is a 0 Min order size will the CO be restricted from purchasing an item with a cost of .50. Small businesses cannot absorb that.	The Minimum Order is \$0.00 for the Requisition Channel.
34	We understand that contractors must meet 100% of the Market Basket Items. In the Draft RFQ under parag. 5.4.1 what does it mean that the contractor is expected to cover 90% of the NSN s in their applicable supply class(es) to be considered mean?	90% refers to coverage of the non market basket nsns.
35	Can we use the item product listing attachment 3 to begin working on a pricing response (MRO). Purchase Channel was unreliable up until the day before closing.	N/A
36	can you repeat # of items in the JanSan and MRO market baskets?	NA
37	Also, in parag. 5.4.1. please explain and give an example of the "restricted price ceiling."	Will review prior to final RFP.
38	How can you expect any business to ship one .50¢ item and charge \$7.00 for shipping?	The Requisition Channel has a zero dollar minimum in order to support our Global Supply Customers so they can order a variety of products under one single requisition.
39	All of these requirements are tied into MAS contracts that have been in place for many years for some of us. However your "new" requirements do not match what we have on our MAS So there seems to be no way to comply without changing our MAS - and getting that done in time is likely not going to happen.	OS3 will be a RFP and you are not required to be a MAS 75 contract holder. All qualified businesses may submit a proposal.
40	Is EDI equal to emails ?	Electronic data interchange (EDI) is an electronic communication system that provides standards for exchanging data via any electronic means. By adhering to the same standard, two different companies, even in two different countries, can electronically exchange documents (such as purchase orders, invoices, shipping notices, and many others).
41	Was the Sales figures provided in the previous slide for MRO and JanSan for the MB items only, because the RFQ have much higher sales figures?	N/A
42	Milstrip contract holders can presently receive Milstrip orders via Email, but not GSA Advantage. Global Supply is the only entity that is presently able to receive Milstrip orders via GSA Advantage. Will users be able to make Milstrip purchases from these awardees through Advantage?	GSA will work with DOD on this issue.
43	Can GSA provide a breakout of the estimated annual spend per Award Category within the MRO and JanSan Draft RFQ?	N/A
44	Why are there so fewer awardees for this than for the Purchasing Channel. It seems the competition within the BPA award pool is being	Contractors in Requisition Channel must be able to Interface with GSA Global Supply systems.

	drastically reduced.	
45	Please clarify what the definition of a market basket is?	The market basket items are made up of historically high volume supplies procured by Federal agencies participating in this contract action.
46	Do you anticipate a change in how the government procures non-TAA items such as toner cartridges only manufactured in China where no TAA version exists	No. Contractors must comply with the Trade Agreements Act.
47	how will this impact all Schedule Holders in the future	There is no plan to eliminate MAS 75 at this time.
48	Will GSA evaluate the NSNs prior to finalizing the final market basket and be sure they are not considered ETS?	The Market Basket for OS3 has been reviewed by AbilityOne.
49	Redundant Acquisition efforts – outside of the 4PL component if the acquisition strategy is to move to commercial vendor to take over the complete supply / fulfillment component of the current Global Supply operations. Why is there a separate contract component versus rolling into the purchase channel acquisition? Is it Global delivery?	The Requisition Channel RFP has requirements specifically needed for the requisition environment such as VSM, Fed Strip, Mil Strip, etc.
50	after award, is GSA leaving all other schedule holders in place	There are no plans at this time to eliminate Schedule 75.
51	what is the difference between the requisition channel and the purchase channel?	The Requisition Channel RFP has requirements specifically needed for the requisition environment such as VSM, Fed Strip, Mil Strip, etc. and the Purchasing Channel is primarily for Federal employees buying with a Government Purchase Card.
52	What is your expected turn time from order to ship once selection has been made?	Please see the RFP. Delivery will be required as 3-4 business days. Final RFP will be revised to reflect "business days."
53	In the market basket that you have provided, a few items are not TAA compliant. How do we proceed to quote?	All items must be TAA compliant. GSA will review and remove all non TAA compliant items from the RFP.
54	How is anyone supposed to estimate shipping costs when product will ship all over the US?	We are working to better clarify demand estimates for final RFP.
55	Why is office supplies "open market" and jan/san/mro a schedule buy?	Schedule 75 has been closed to new offers for three years. It would be unfair to new businesses who do not hold a schedule 75 contract to limit awards to only schedule 75 holders.
56	Please clarify... Do SINs 105 001/002 qualify to bid on the Tools BPA?	N/A
57	Are existing Global contracts going to be cancelled when these schedules are released	GSA will review existing contracts at the time of award of OS3 Requisition Channel.
58	How can a MAS contractor provide better pricing delivered when the MAS contract is FOB Origin?	N/A - For MAS 75, pricing is FOB Destination.
59	Will customers pay any additional markup to GSA beyond the 2% combined IFF added by contractors to their pricing?	We will be removing the 2% fee from the Requisition RFP and markup to the customer will be determined later.
60	What is the GSA mark-up (management fee) to the prices quoted by the contractor for the requisition channel	OS3 is an RFP, not an MAS RFQ and does not relate to the MAS
61	If we are interested in providing a quote, is there anything we need to do right now?	Please review the draft RFP that has been posted on GSA interact for more information and a list of the market basket NSN's.

62	Will government customers still post RFQs for orders over \$3000 on GSA eBuy?	For requisition channel, orders will be placed by GSA Global Supply to the successful contractors.
63	Can you define "distribution assets" please?	Distribution assets are warehouses, etc, that assist in distributing products to customers.
64	Is the long term strategy to temporarily suspend JanSan and MRO SINs like OS3?	N/A
65	will government customer stil post on Ebuy over 3,000 - it will depend if the items are not available through this solution	For requisition channel, orders will be placed by GSA Global Supply to the successful contractors.
66	By shrinking the supplier base how will this effect the AbilityOne Program?	All OS3 contractors must be Ability One certified and they will distribute the Ability One products.
67	Why can these goals not be accomplished under current MAS contracts???	Schedule 75 has been closed to new applicants for three years. It would be unfair to new businesses who do not hold a schedule 75 contract to limit awards to only schedule 75 holders.
68	Am I correct in my understanding that this RFQ does not have the same reporting requirements as the Purchasing Channel?	We will be eliminating the Level III reporting requirements in the final RFP.
69	The Requisition Channel business will be NSN driven. How will a vendor's non-NSN part numbers figure into this program?	Potential awardees will need to submit a part number that satisfies the requirements of a particular NSN as based on that item's Item Purchase Description or IPD which will be included in the solicitation.
70	If these deliveries will be made to actual requestors and not the depots; why is VSM labeling required? What is the value?	Many orders being delivered to DOD ultimately are sent overseas so correct labeling is essential.
71	Grouped bidding, low cost emphasis, single source commodity level bidding. BPA's are going by the wayside, which isn't a positive for small businesses who have relied on these supply contracts/	Please clarify your question.
72	why would you not set a pricing standard like not to exceed X% above set price to allow for more small business to maintain vendor selection to customers	This RFP will require offerors to compete on price through either initial price proposals or a reverse auction. We do recommend that each vendor submit their best price for the initial RFP.
73	How can GSA reasonably expect a SMALL Business to deliver products in 4 CALENDAR days anywhere in the US? We would need to stock every item and if orders are placed on a Friday would be required to be next day aired to deliver on a Monday (4 days). The lead time is unrealistic	We will change to business days for final RFP.
74	So will VSM labeling and packing be revised to only be required for deliveries to Consolidation facilities?	Many orders being delivered to DOD ultimately are sent overseas so correct labeling is essential.
75	APO and FPO shipments are costly and typically require special handling. Can GSA provide data on the relative percentage of these orders vs CONUS deliveries and OCONUS shipments to a DOD consolidation point?	GSA will review to determine if we can provide
76	Please clarify whether vendors can only receive one award for one CLIN within one category.	Vendors may submit proposals for all CLINs but GSA will determine which CLIN is awarded to an offeror based on the best interest for the Government. We do want six separate contractors.

77	Question 13 on the Attachment 3 "13.	Please clarify your question.
78	Why should contractors not refer their DoD Customers to DLA for NSN items? Yes, there are packaging requirements but none of the reporting requirements, no IFF, and quantities can be substantial.	We will be removing the 2% fee from the Requisition RFP and markup to the customer will be determined later.
79	Under System Interface And Integration it says contractors must be able to conduct business utilizing a standardized electronic method then it lists EDI, GtoB, GtoB using EDI, BtoG, and BtoG using EDI. Since I'm not the computer guy please explain.	The link to explain EDI is a broken link: https://vsc.gsa.gov/ediuser.eddven.cfm EDI-Electronic Data Interchange, GtoB- Government to Business , GtoB- Government to Business
80	The proposed Market Basket, General Office Supplies, includes 473 NSNs, of which 106 appear to be AbilityOne. Knowing there are many more mandatory source AbilityOne items available, how is the proposed FSSI Requisition program in compliance with the AbilityOne requirement if only 107 items are mandatory?	Not all NSNs are part of the Market Basket. It is anticipated that majority of the remaining nsns can be covered under non market basket proposals.
81	Does GSA propose to identify mandatory source items (AbilityOne) in the market basket?	One of the requirements is for each offeror to be an Ability One authorized distributor and as such, be able to identify the known Ability One items. However, we will look into this possibility for the final RFP.
82	Please clarify delivery terms: in many places on the draft SOW it mentions four (CONUS) and seven (OCONUS) calendar days, yet on page 53 it reads four business days. Calendar days are not feasible.	We are planning to make a change to business days for the final RFP.
83	Are all OCONUS deliveries made to a CCP, freight forwarder or DLA depot?	Please refer to the draft OS3 Requisition Channel RFP, Section 5.2 and 5.3 of the SOW for details on shipping and deliveries. Also, due to the closure of Eastern Distribution Center and Western Distribution Center, additional changes to these requirements may be necessary for HazMat items and OCONUS/containerized shipments (but this is not expected to impose additional burdens or costs on vendors).
84	Does the reverse auction apply to all CLINS?	It may but this will be a determination made during the evaluation process.
85	On page 62, under Go/No-Go Requirements (1), it states that all market basket items must be listed on your GSA Price List. If this is an IDIQ open market procurement why is this necessary	We will remove reference to "GSA Price List" for the final RFP.
86	Are delivery labels and packing slips required to have any GGS branding?	Branding ("GSA" logo on the box and packing list) and packaging are currently being discussed.
87	Under 9.7.2 on page 60, what does GSA mean by a "simplified reverse auction"? Is it the same as what is described under 9.9.1 on page 67?	Yes.